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CLERK U.S. DISTRICT COURT

WESTERN DISTRICT OF WASHINGTON

DEPUTY

UNITED STATES DISTRICT COURT WESTERN DISTRICT OF WASHINGTON AT SEATTLE

MARY TAYLOR, an individual,

Plaintiff,

SMITH & HAWKEN, LTD., a foreign corporation.

Defendant.

CONTRACT, VIOLATION OF CONSUMER PROTECTION ACT, UNJUST ENRICHMENT, AND COPYRIGHT INFRINGEMENT

Plaintiff Mary Taylor, appearing herein through undersigned counsel for her complaint against Defendant Smith & Hawken, Ltd., states as follows:

I. PARTIES

- 1. Plaintiff Mary Taylor is an individual residing in the State of Washington and is President of Rosebar, Inc., through which Plaintiff markets and sells unique and original designs and metal garden art products.
- 2. Upon information and belief, Defendant Smith & Hawken, Ltd. ("Smith & Hawken) is in the business of nation-wide marketing and sales of garden products, with one or more facilities in locations throughout the Western District of Washington, and with a principal place of business at 4 Hamilton Landing, Suite 100, Novato, CA 94949.

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II. JURISDICTION AND VENUE

- 3. This is an action for breach of contract, violation of the consumer protection statute, R.C.W. § 19.86.020, for unjust enrichment, and common law copyright infringement; Plaintiff hereby reserves the right to also allege copyright infringement arising under 17 U.S.C. § 101 et seq., upon receipt of registration from the U.S. Copyright Office.
- 4. Diversity jurisdiction under 28 U.S.C. § 1332 exists because the matter in controversy exceeds a value of \$75,000 and the parties are citizens of different states. Venue is proper in this judicial district pursuant to 28 U.S.C. § 1391, as a substantial part of the events or omissions giving rise to the claims occurred here. Upon official registration of Plaintiffs copyright, this Court will also have jurisdiction under 28 U.S.C. §§ 1331, 1332(a)(1), and 1338(a), and over the related state law claims under 28 U.S.C. §§ 1332(a)(1) and 1367.

Ш. BACKGROUND FACTS

- 5. In March of 2003, Mary Taylor exhibited unique garden products at the San Francisco Flower and Garden Show. At that show, Nancy Knight, Merchandise Manager for Smith & Hawken, introduced herself to Ms. Taylor and expressed interest in her products, and provided Ms. Taylor with contact information.
- A short time later, in June of 2003, Smith & Hawken called Ms. Taylor and requested designs for items Smith & Hawken would then market and sell, indicating that the samples would need to be sent on an expedited basis. Ms. Taylor agreed to do so after informing Smith & Hawken that she operated only on a consignment/commission/percentageroyalty basis, and that the designs were proprietary and would be exclusively created for Smith & Hawken and not for other factory resale. Smith & Hawken assured Ms. Taylor that it was company policy to first confirm and approve with the designer any changes or alterations to a designer's work desired or planned by Smith & Hawken, including new or additional products based on the designer's work. In reliance upon Smith & Hawken's agreement and assurances, Ms. Taylor shipped samples to Smith & Hawken on July 17, 2003.

- 7. On July 21, 2003, Ms. Taylor, through legal counsel John W. Hicks of Schacht & Hicks, wrote to Smith & Hawken, confirming the parties' mutual understanding that Smith & Hawken was not authorized to replicate or market in any form or fashion Ms. Taylor's designs unless and until an agreement was reached between the parties. Further, the letter confirms that the samples were delivered to Smith & Hawken solely for its review. Smith & Hawken duly signed the letter agreement and returned a copy of the agreement to Ms. Taylor. A copy of the July 21, 2003 letter agreement is attached hereto as Exhibit A.
- 8. Between July 27 and July 30, 2003, Smith & Hawken called Ms. Taylor and offered \$7,500 for the designs, which Ms. Taylor refused. A couple of days later Smith & Hawken again telephoned and offered a total sum of \$20,000. Ms. Taylor reluctantly and tentatively agreed, subject to completion of a written contract including terms restricting Smith & Hawken's sales territory and vouchsafing the protection of Ms. Taylor's proprietary designs. Relying upon the July 21, 2003 signed letter agreement and Smith & Hawken's subsequent offer, Ms. Taylor waited for Smith & Hawken to consummate formal financial arrangements for its use and ultimate sale of products using Ms. Taylor's designs. Smith & Hawken has never done so to date.
- 9. On February 8, 2004, Ms. Taylor first became aware of unauthorized replicas of the designs she had sent to Smith & Hawken being manufactured by a factory in Poland. Because these replicas were made of inferior materials, they were being offered by German sales representatives at a lower price. Ms. Taylor contacted Smith & Hawken, informed it of the infringement, and again requested a written contract. Because of the availability of Ms. Taylor's designs from a foreign manufacturer for a reduced price, she has lost customers, significant contracts, and a substantial amount of sales.
- 10. On February 11, 2004, Smith & Hawken called and informed Ms. Taylor that the German sales representative's infringing activities had been stopped and that the CEO of Smith & Hawken would meet with the Polish factory owner in a few days to address Ms. Taylor's concerns. Ms. Taylor again informed Smith & Hawken that she needed to be

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compensated for her designs, samples, and loss of business resulting from Smith & Hawken's actions.

- 11. On March 2, 2004, Barry Gilbert, CEO of Smith & Hawken, called Ms. Taylor to introduce himself. While pretending sympathy, Mr. Gilbert did not resolve Ms. Taylor's concerns regarding copyright, sales territory, acknowledgement, infringement, or compensation.
- 12. On March 9, 2004, Mary Taylor applied for formal copyright protection by submitting copyright applications to the U.S. Copyright Office for the designs she sent to Smith & Hawken. Attached as Exhibit B are copies of the copyright applications and proprietary designs. Also on March 9, 2004, Mary Taylor, through her present legal counsel, addressed the issue of Ms. Taylor's exclusive designs by offering a license to Smith & Hawken to resolve the previous unauthorized copying, sale, and distribution of Ms. Taylor's designs, and to establish acceptable terms for Smith & Hawken's future use. Attached to the letter was a draft agreement, outlining acceptable contractual terms.
- 13. To date, Smith & Hawken has made no response. However, Ms. Taylor has learned her proprietary designs have been and still are available for sale across the country through Smith & Hawken's catalog and Web site since at least as early as March 2003. Attached as Exhibit C are copies of Smith & Hawken's infringing products as offered for sale on its Web site. Ms. Taylor's designs are also for sale by Smith & Hawken in highly competitive retail locations throughout Washington State, which has the potential to stifle and restrict Ms. Taylor's legitimate business and contracts. None of Ms. Taylor's designs for sale by Smith & Hawken acknowledge Ms. Taylor's contribution and ownership. Ms. Taylor has never received any money or compensation in return for the samples and designs sent to Smith & Hawken.

FIRST CAUSE OF ACTION: BREACH OF CONTRACT IŸ.

14. Plaintiff realleges paragraphs 1-13 of this complaint.

- 15. Plaintiff has performed fully each and all agreements with Defendant. Defendant has materially breached its July 21, 2003 letter agreement with Plaintiff and oral agreements regarding payment as outlined above.
- 16. As a direct and proximate result of the foregoing material breaches by Defendant, Plaintiff has suffered monetary damages, with interest. Plaintiff is as of yet unable to determine the full amount of its monetary damages arising out of Defendant's breach of contract.

V. SECOND CAUSE OF ACTION: VIOLATION OF CONSUMER PROTECTION ACT

- 17. Plaintiff realleges paragraphs 1-16 of this complaint.
- 18. Defendant's actions constitute unfair methods of competition or unfair deceptive acts or practices within the meaning of the common law and Revised Code of Washington, R.C.W. 19.86.020.

VI. THIRD CAUSE OF ACTION: UNJUST ENRICHMENT

- 19. Plaintiff realleges paragraphs 1-18 of this complaint.
- 20. Defendant has been unjustly enriched by the copying and use of Plaintiff's proprietary designs in violation of Plaintiff's exclusive rights to market the designs with attendant exclusive copyright rights.

VII. FOURTH CAUSE OF ACTION: COMMON LAW COPYRIGHT INFRINGEMENT

- 21. Plaintiff realleges paragraphs 1-20 of this complaint.
- 22. By its actions alleged above, Defendant has infringed, has induced infringement, and will continue to infringe Mary Taylor's common law copyright in and relating to Ms. Taylor's proprietary designs by producing, distributing, and using products that are direct copies or derivatives of Plaintiff's copyright-protected works.
- 23. On information and belief, the infringement of Plaintiff's copyright has been intentional and willful.

- 24. As a result of Defendant's infringement of Plaintiff's copyright, Plaintiff has suffered damages in an amount to be proven at trial. Plaintiff is entitled to an injunction restraining Defendant, its officers, agents, and employees, and all persons acting in concert with them, from engaging in any further such acts in violation of the copyright laws.
- 25. Plaintiff is further entitled to recover from Defendant all damages, including attorneys' fees, they have sustained and will sustain, and any gains, profits, and advantages obtained by Defendant as a result of Defendant's acts of infringement alleged above. At present, the amount of such damages, gains, profits, and advantages cannot be fully ascertained by Plaintiffs.
- 26. Upon receipt of a confirmation of registration of its copyright applications by the U.S. Copyright Office, Plaintiff reserves the right to amend the present complaint to reallege paragraphs 21-25 of this complaint as also arising under 17 U.S.C. § 101 et seq.

VIII. JURY DEMAND

27. Plaintiff demands a trial by jury.

IX. PRAYER FOR RELIEF

WHEREFORE, Plaintiff prays for judgment against the Defendant as follows:

- A. That the Court find that Plaintiff Mary Taylor is the sole and exclusive owner of all right, title, and interest in the subject designs.
- B. That the Court find that Defendant has infringed Plaintiff's copyrights in the subject proprietary designs.
- C. That the Court find a substantial likelihood that Defendant will continue to infringe Plaintiff's copyrights in the subject designs unless enjoined from doing so.
- D. That Defendant, its directors and officers, agents, servants, employees, and all other persons in active concert or privity or in participation with them, be enjoined from directly or indirectly infringing Plaintiff's copyrights in the subject designs or continuing to market, offer, sell, dispose of, license, lease, transfer, display, advertise, reproduce, develop or

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manufacture any works derived or copied from the subject designs or to participate or assist in any such activity.

- E. That Defendant, its directors and officers, agents, servants, employees, and all other persons in active concert or privity or in participation with them, be enjoined to return to Plaintiff any and all originals, copies, facsimiles, derivatives or duplicates of the subject designs in their possession, custody or control.
- F. That Defendant, its directors and officers, agents, servants, employees, and all other persons in active concert or privity or in participation with them, be enjoined to recall from all distributors, wholesalers, jobbers, dealers, retailers, and distributors, and all others known to Defendant, any originals, copies, facsimiles, derivatives or duplicates of any works shown by the evidence to infringe any copyright in the subject designs, and to effect corrective advertising.
- G. That Defendant be enjoined to deliver upon oath, to be impounded during the pendency of this action and destroyed pursuant to judgment herein, all originals, copies, facsimiles, or duplicates of any work shown by the evidence to infringe any copyright in the subject designs.
- H. That Defendant be required to file with the Court and to serve on Plaintiff, within 30 days after service of the Court's order as herein prayed, a report in writing under oath setting forth in detail the manner and form in which Defendant has complied with the Court's order.
- I. That judgment be entered for Plaintiff and against Defendant for Plaintiff's actual damages according to proof, and for any profits attributable to infringements of Plaintiff's copyrights, in accordance with proof.
- J. That Defendant be required to account for and pay over to Plaintiff all gains, profits, and advantages derived from its breach of contract, acts of infringement, and for its other violations of law,

CHRISTENSEN O'CONNOR JOHNSON KINDNESSPLLC

Claire Foley, WSBA No. 3,690 Attorneys for Plaintiff Mary Taylor

LAW OFFICES 1420 Fifth Avenue, Suite 2800 Seartle, WA 198101-2347 TELEPHONE: 206,682,8100

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July 21, 2003

MANCY L KNIGHT MERCHANDISE MANAGER SMITH & HAWKEN MERCHANDISE MANAGER

factimily transmission: 416-506-3907

Dear Ms. Knight,

I represent Mary Taylor who has delivered to you sample designs. You of course understand that these are explusive Mary Taylor designs sent to you for your review. You further understand that you are not authorized to replicate or market in any form or fashion these designs unless and until an agreement is reached with Mary Taylor concerning these designs.

The samples were delivered to you solely for your review to astermine whether or not you or your company was interested in entering into financial arrangements with Mary Taylor concerning the use of her designs and the ultimate sale of products created using her designs. I assume your company is most aware of Mary Taylor's hood to proteot her designs and will cooperate in that fachion.

Mary Taylor, confirming this agreement, has affixed her signeture along with mine to this letter.

Please confirm your understanding by return wail or fax.

Respectfully,

SCHACHT, & HICKS, INC., P.S.

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CONFIRMING AND AGREEING TO ABOVE:

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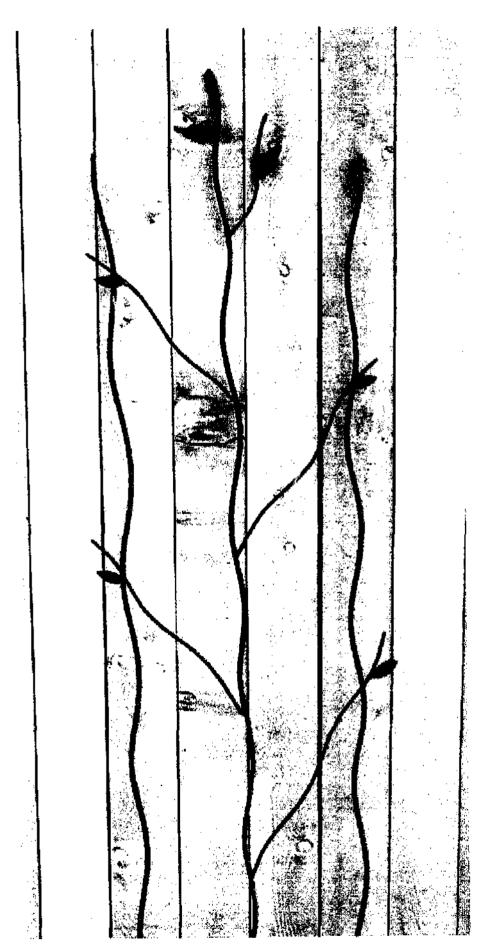
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For a Work of the Visual Arts
UNITED STATES COPYRIGHT OFFICE

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For a Work of the Visual Arts
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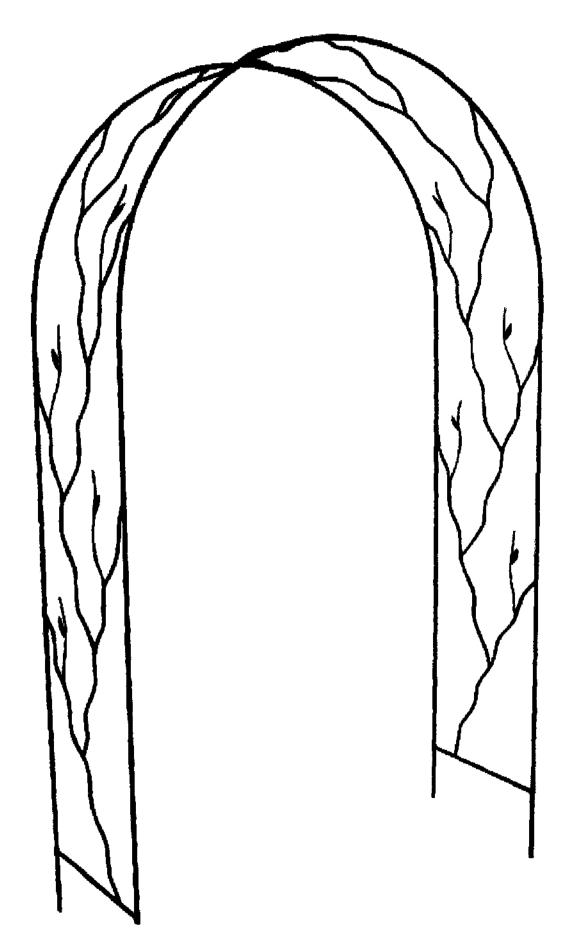
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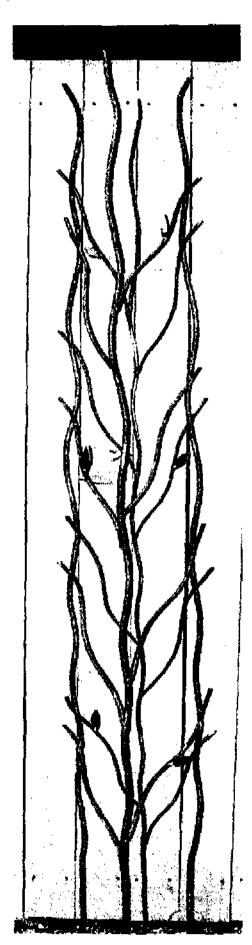
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For a Work of the Visual Arts
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Twining Leaf Tuteur



Product Description:

Twining Leaf Tuteur # 792812 \$65,00 (\$15 add'l shipping)

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Add a vertical accent to a flat bed by training a vine on our handsome garden tuteur. Artfully crafted of steel, this original design emulates the natural curving lines of a vine, sparsely embellished with leaves. Use it with climbers like morning glory and elematis. Its powder-coat finish resists rust. Some assembly required. 9 1/2" W, 83" H.

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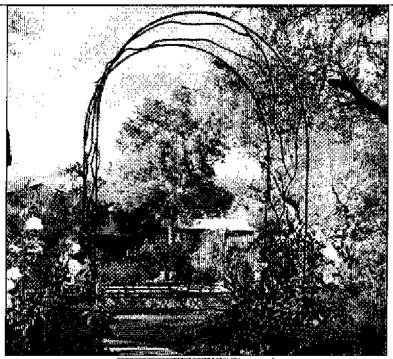
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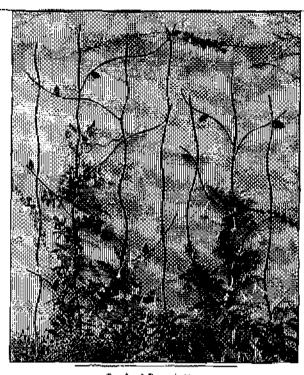
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Product Description:

Small Twining Leaf Trellis

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Large Twining Leaf Trellis

792796 \$90.00 (\$15 add'l shipping) Taking a lesson from nature, the original design of our trellises reflects the natural curving lines of a vine, sparsely embellished with leaves. Artfully crafted of steel, they encourage twining plants like clematis and morning while adding vertical interest to a garden wall. The powder-coat finish resists rust. Some assembly required. The small version measures 24" W, 75" H; the large, 33 1/2" W, 87" H.

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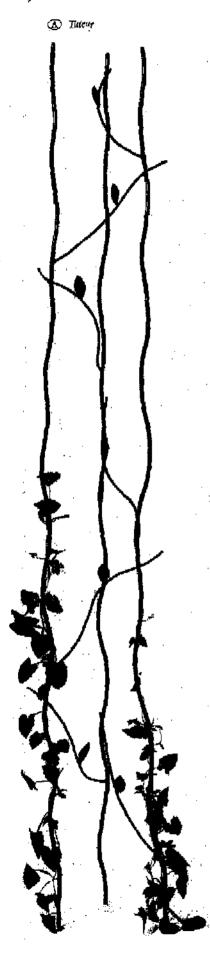


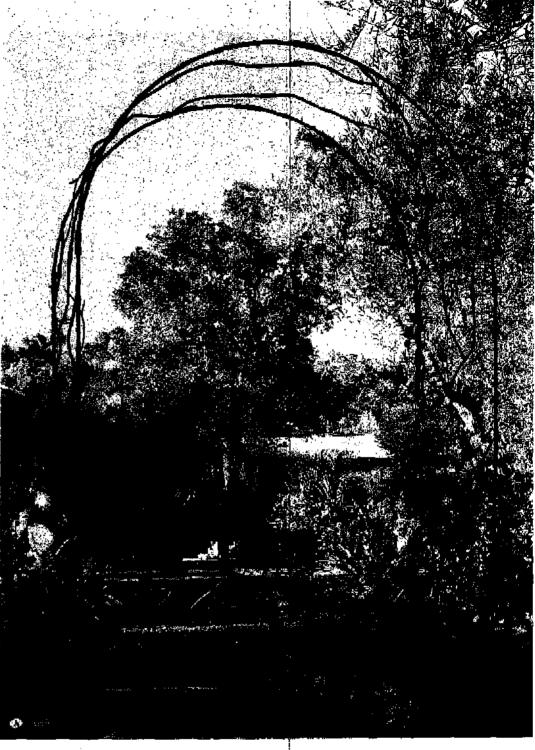












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